

**Hall, Laine**

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**From:** Hamilton, Chris (Pivot IC)  
**Sent:** Thursday, October 10, 2019 2:59 PM  
**To:** gking@qz.com; jli@qz.com  
**Cc:** Hamilton, Chris (Pivot IC)  
**Subject:** (Contributed Piece For Quartz:) America's Brexit: The Misguided Campaign Against Huawei

Georgia/Jane—I have a great contributed piece for Quartz. This provides an interesting perspective on Huawei; one I think your readers would be very interested in reading. It also talks to the affect this is having not just on Huawei itself, but also the affect it will have on U.S. Tech companies/and Tech overall both now--and in the future.

Let me know what you think. Thanks in advance for taking a look. Much appreciated.

Thanks.

-Chris

## America's Brexit: The Misguided Campaign Against Huawei

Andy Purdy, Chief Security Officer, Huawei Technologies US

Washington's campaign against China's leading technology company, Huawei, has met with varying degrees of success. On one hand, sales of the company's smartphones are expected to fall by roughly \$10b this year, while projected increases in revenue could shrink by as much as \$30b.

Yet, several major US allies have so far balked at promising to keep Huawei out of their 5G networks, as Washington is pushing them to do.

Whatever the outcome, I believe the current Administration's efforts to crush Huawei constitute a kind of American Brexit: a momentous, possibly irreversible decision whose long-term consequences are not fully appreciated by the public that will have to live with them.

Brexit creates the kind of uncertainty businesses hate, and the numbers reflect this. Capital spending by British firms fell every quarter of last year. The surge in foreign direct investment in Britain that started toward the end of the financial crisis has reversed course since 2016. The pound sterling has declined to a 10-month low against the Euro.

In the US, uncertainty stemming from the trade war with China has exacerbated volatility in financial markets. And although White House officials maintain that trade and national security are separate issues, conflicting statements by President Trump have indicated that Huawei could be used as a bargaining chip in the negotiations.

Putting a chokehold on China's leading tech company could facilitate a trade deal, or make it less likely. Either way, the Administration mistakenly sees Huawei as a proxy for China, a strategic competitor to the United States. Washington therefore is in favor of whatever holds Huawei back, while opposing anything that allows it to do business on a normal basis.

While it may be too late to separate Huawei from the trade talks, trying to cut off the company from the global supply chain is both a bad idea and an impossible goal.

It is impossible because Huawei can do without US technology if it has to. Witness the planned shipment this month [OCTOBER] of the Mate 30 and Mate 30 Pro smartphones without Google's popular apps or access to the Google Play store that sells them.

It's a bad idea because Washington's moves to, in effect, weaponize the global supply chain do much more than make life hard for Huawei. They also create uncertainty and mistrust among buyers of US technology around the world. These buyers have begun to wonder if they can count on American suppliers in the future, and to consider moving their supply chains away from the United States.

Huawei is already being forced to contemplate this possibility. In 2018, Huawei relied on US companies to provide components and services for about 30% of the products it sells globally. Last year, the company bought \$11b worth of goods and services from US companies, directly supporting an estimated 40,000 American jobs and indirectly supporting countless others.

Lost sales stemming from the [President Trump's executive order blacklisting Huawei](#) will push down revenue at some US tech companies, forcing them to cut R&D spending and curtailing their ability to innovate. If Washington keeps barring US companies from selling to Huawei, the company will be forced –reluctantly – to abandon the US as a major source of supply, perhaps forever.

Washington's campaign against Huawei is a kind of American Brexit: a decision whose long-term consequences won't be clear for a while, but when they are, may be impossible to undo. Ten years from now, Americans may wake up in a world without the common technical standards and interoperability that promote innovation, competition, price efficiency, and (ironically) security enhancements. They may pay higher prices for technology that is both inferior and less secure. And there will be little they can do about it.

A quote from President Trump's 1987 bestseller, *The Art of the Deal*, sums up the current situation: "You can't con people, at least not for long. You can create excitement, you can do wonderful promotion and get all kinds of press ...But if you don't deliver the goods, people will eventually catch on."

Sadly, by the time the American electorate catches on, it may be too late.

**Chris Hamilton**  
**Media Director**



M: + 1.646.409.5568  
[Chris.Hamilton@pivot-ic.com](mailto:Chris.Hamilton@pivot-ic.com)

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*Additional information is available at the Department of Justice, Washington D.C.*

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**From:** Hamilton, Chris (Pivot IC)  
**Sent:** Thursday, October 10, 2019 3:22 PM  
**To:** cat.zakrzewski@washpost.com  
**Subject:** (Invitation Request:) Huawei Event, (Cocktail Reception) With Key Executives From Huawei, Thursday, October 17th, 6PM-8:30PM, At The POV Rooftop Lounge, W Hotel, Washington, D.C.

**(Invitation Request:) Huawei Event, (Cocktail Reception) With Executives From Huawei  
Thursday, October 17<sup>th</sup>, 6PM-8:30PM, At The POV Rooftop Lounge, W Hotel, Washington, D.C.**

Cat--I would love to invite you to a cocktail event on Thursday, October 17<sup>th</sup> from 6-8:30PM with Huawei.

In attendance, there will be key executives from Huawei who can talk to:

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Let me know if you would like to RSVP to this event.

Thanks.

-Chris





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**Thursday, October 17**

**6-8:30 p.m. ET**

**POV Rooftop Lounge, W Hotel DC, 515 15<sup>th</sup> St NW, W**

We hope you can join us – please RSVP directly to this email.

Looking forward to seeing you in DC!

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**Media Director**



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**From:** Hamilton, Chris (Pivot IC)  
**Sent:** Thursday, October 10, 2019 3:24 PM  
**To:** kathryn.okeeffe@wsj.com  
**Subject:** (Invitation Request:) Huawei Event, (Cocktail Reception) With Key Executives From Huawei, Thursday, October 17th, 6PM-8:30PM, At The POV Rooftop Lounge, W Hotel, Washington, D.C.

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Kate--I would love to invite you to a cocktail event on Thursday, October 17<sup>th</sup> from 6-8:30PM with Huawei.

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**From:** Hamilton, Chris (Pivot IC)  
**Sent:** Thursday, October 10, 2019 3:27 PM  
**To:** jonathan@axios.com  
**Subject:** (Invitation Request:) Huawei Event, (Cocktail Reception) With Key Executives From Huawei, Thursday, October 17th, 6PM-8:30PM, At The POV Rooftop Lounge, W Hotel, Washington, D.C.

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Jonathan--I would love to invite you to a cocktail event on Thursday, October 17<sup>th</sup> from 6-8:30PM with Huawei.

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-Chris



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**From:** Hamilton, Chris (Pivot IC)  
**Sent:** Thursday, October 10, 2019 3:29 PM  
**To:** Jacob@Axios.com  
**Subject:** (Invitation Request:) Huawei Event, (Cocktail Reception) With Key Executives From Huawei, Thursday, October 17th, 6PM-8:30PM, At The POV Rooftop Lounge, W Hotel, Washington, D.C.

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Jacob--I would love to invite you to a cocktail event on Thursday, October 17<sup>th</sup> from 6-8:30PM with Huawei.

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Thanks.

-Chris





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**From:** Hamilton, Chris (Pivot IC)  
**Sent:** Thursday, October 10, 2019 3:30 PM  
**To:** john.hudson@washpost.com  
**Subject:** (Invitation Request:) Huawei Event, (Cocktail Reception) With Key Executives From Huawei, Thursday, October 17th, 6PM-8:30PM, At The POV Rooftop Lounge, W Hotel, Washington, D.C.

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John--I would love to invite you to a cocktail event on Thursday, October 17<sup>th</sup> from 6-8:30PM with Huawei.

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**From:** Hamilton, Chris (Pivot IC)  
**Sent:** Thursday, October 10, 2019 3:32 PM  
**To:** shiggins@washingtonexaminer.com  
**Subject:** (Invitation Request:) Huawei Event, (Cocktail Reception) With Key Executives From Huawei, Thursday, October 17th, 6PM-8:30PM, At The POV Rooftop Lounge, W Hotel, Washington, D.C.

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Sean--I would love to invite you to a cocktail event on Thursday, October 17<sup>th</sup> from 6-8:30PM with Huawei.

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**From:** Hamilton, Chris (Pivot IC)  
**Sent:** Thursday, October 10, 2019 3:34 PM  
**To:** michael.warren@cnn.com  
**Subject:** (Invitation Request:) Huawei Event, (Cocktail Reception) With Key Executives From Huawei, Thursday, October 17th, 6PM-8:30PM, At The POV Rooftop Lounge, W Hotel, Washington, D.C.

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Michael--I would love to invite you to a cocktail event on Thursday, October 17<sup>th</sup> from 6-8:30PM with Huawei.

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**From:** Hamilton, Chris (Pivot IC)  
**Sent:** Thursday, October 10, 2019 3:37 PM  
**To:** jwingrove4@bloomberg.net  
**Subject:** (Invitation Request:) Huawei Event, (Cocktail Reception) With Key Executives From Huawei, Thursday, October 17th, 6PM-8:30PM, At The POV Rooftop Lounge, W Hotel, Washington, D.C.

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Josh—I would love to invite you to a cocktail event on Thursday, October 17<sup>th</sup> from 6-8:30PM with Huawei.

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**From:** Hamilton, Chris (Pivot IC)  
**Sent:** Thursday, October 10, 2019 3:39 PM  
**To:** jsink1@bloomberg.net  
**Subject:** (Invitation Request:) Huawei Event, (Cocktail Reception) With Key Executives From Huawei, Thursday, October 17th, 6PM-8:30PM, At The POV Rooftop Lounge, W Hotel, Washington, D.C.

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Justin--I would love to invite you to a cocktail event on Thursday, October 17<sup>th</sup> from 6-8:30PM with Huawei.

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**From:** Hamilton, Chris (Pivot IC)  
**Sent:** Thursday, October 10, 2019 3:35 PM  
**To:** caroline.kelly@turner.com  
**Subject:** (Invitation Request:) Huawei Event, (Cocktail Reception) With Key Executives From Huawei, Thursday, October 17th, 6PM-8:30PM, At The POV Rooftop Lounge, W Hotel, Washington, D.C.

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Caroline--I would love to invite you to a cocktail event on Thursday, October 17<sup>th</sup> from 6-8:30PM with Huawei.

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